

## Opportunistic behavior as behavior manipulations

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### Abstract

© 2016 Elena Yakovleva, Natalia Grigoryeva and Olga Grigoryeva. The study of opportunistic behavior in relation with manipulation techniques is important because it directly affects the efficiency of agent's relationship. We identified two forms of opportunistic behavior that depend on the subject composition of the contractual relationship. In the article we attempt to identify significant techniques of manipulation of information. It is important to understand real nature of opportunism in contractual relationship. The study proved the high importance, because it expands our knowledge about the nature of exogenous opportunistic manifestations as a society and economic phenomenon.

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### Keywords

Forms of opportunistic behavior, Information asymmetry, Institute of trust, Macroeconomics, Manipulation of information, Mem, Opportunistic behavior, Techniques of manipulation